

# **UNITED WAY OF REGINA**

**Financial Statements**

**June 30, 2017**

# UNITED WAY OF REGINA

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## MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING

The financial statements of United Way of Regina have been prepared in accordance with Canadian accounting standards for not-for-profit organizations. When alternative accounting methods exist, management has chosen those it deems most appropriate in the circumstances. These statements include certain amounts based on management's estimates and judgments. Management has determined such amounts based on a reasonable basis in order to ensure that the financial statements are presented fairly in all material respects.

The integrity and reliability of United Way of Regina's reporting systems are achieved through the use of formal policies and procedures, the careful selection of employees and an appropriate division of responsibilities. These systems are designed to provide reasonable assurance that the financial information is reliable and accurate.

The Board of Directors is responsible for ensuring that management fulfils its responsibility for financial reporting and is ultimately responsible for reviewing and approving the financial statements. The Board carries out this responsibility principally through its Audit and Risk Management Committee. The Audit and Risk Management Committee is appointed by the Board and meets periodically with management and the organization's auditors to review significant accounting, reporting and internal control matters. Following review of the financial statements and discussions with the auditors, the Committee recommends to the Board of Directors the approval of the financial statements. The Committee also considers, for review and approval by the Board, the engagement or re-appointment of the external auditors.

The financial statements have been audited on behalf of the members of the United Way of Regina, in accordance with Canadian Auditing Standards.

R. Edwards-Bentz  
Chief Executive Officer

October 10, 2017  
Date



## INDEPENDENT AUDITORS' REPORT

### To the Members, United Way of Regina

We have audited the accompanying financial statements of **United Way of Regina** which comprise the statement of financial position as at June 30, 2017, and the statements of operations, net assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### *Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### *Auditors' Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organization's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### *Opinion*

In our opinion, the financial statements present fairly, in all material respects, the financial position of the Organization as at June 30, 2017 and its' results of operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

**October 4, 2017**  
**Regina, Saskatchewan**

**Chartered Professional Accountants**

# UNITED WAY OF REGINA


## Statement of Financial Position As at June 30, 2017 (with comparative figures at June 30, 2016)

	Operating Fund	Tomorrow Fund	Total 2017	Total 2016
<b>Assets</b>				
<b>Current assets</b>				
Cash	\$ 466,449	\$ -	\$ 466,449	\$ 581,965
Investments (Note 3)	788,950	-	788,950	602,717
Accounts receivable	18,976	-	18,976	17,737
Pledges receivable (Note 4)	849,538	-	849,538	983,700
Prepaid expenses	7,030	-	7,030	6,615
	2,130,943	-	2,130,943	2,192,734
<b>Due to other funds (Note 9)</b>	-	-	-	-
<b>Investments (Note 3)</b>	392,321	1,338,607	1,730,928	1,846,080
<b>Tangible capital assets (Note 5)</b>	334,964	-	334,964	376,804
	\$ 2,858,228	\$ 1,338,607	\$ 4,196,835	\$ 4,415,618
<b>Liabilities and Net Assets</b>				
<b>Current liabilities</b>				
Accounts payable	\$ 49,234	\$ -	\$ 49,234	\$ 40,486
Donor directed payable (Note 6)	15,485	-	15,485	53,811
Deferred revenue	90,755	-	90,755	105,255
Funds held for 211 Saskatchewan (Note 7)	6,688	-	6,688	26,656
Funds held in trust (Note 8)	23,023	-	23,023	23,786
	185,185	-	185,185	249,994
<b>Deferred contributions (Note 10)</b>	130,390	-	130,390	207,666
	315,575	-	315,575	457,660
<b>Net Assets</b>	2,542,653	1,338,607	3,881,260	3,957,958
	\$2,858,228	\$ 1,338,607	\$ 4,196,835	\$ 4,415,618

### Commitments (Note 12)

See accompanying notes

### On behalf of the Board:



Director



Director





# UNITED WAY OF REGINA

## Statement of Operations Year Ended June 30, 2017

(with comparative figures for the year ended June 30, 2016)

	Operating Fund	Tomorrow Fund	Total 2017	Total 2016
<b>Revenue</b>				
Donations	\$ 3,072,177	\$ -	\$ 3,072,177	\$ 3,426,240
Funds transferred from other United Ways (Note 6)	441,206	-	441,206	394,628
Gross campaign revenue	3,513,383	-	3,513,383	3,820,868
Less: Uncollectible pledges	(103,890)	-	(103,890)	(85,715)
Net campaign revenue	3,409,493	-	3,409,493	3,735,153
Contributions/Grants	175,347	-	175,347	255,520
Investment income	27,344	101,212	128,556	49,453
Special events/Other revenue	46,870	-	46,870	17,920
	3,659,054	101,212	3,760,264	4,058,046
<b>Fundraising Expenses (Schedule 2)</b>	480,803	14,486	495,289	574,365
<b>Net revenue available for allocations and programs</b>	3,178,251	86,726	3,264,977	3,483,681
<b>Community Impact Expenses</b>				
Funded partner investments (Schedule 3)	1,853,943	-	1,853,943	2,096,553
Donor directed to other charities (Note 6)	375,533	-	375,533	228,039
Programs & other investments (Schedule 4)	428,407	-	428,407	506,290
211 Saskatchewan (Note 7)	79,968	-	79,968	113,938
United Way of Canada dues	36,965	-	36,965	43,509
Community impact	566,860	-	566,860	616,437
<b>Total Community Impact expenses</b>	3,341,676	-	3,341,676	3,604,766
<b>Excess of revenue (expenses)</b>	(163,425)	86,726	(76,699)	(121,085)
<b>Transfer – Community Use Reserve</b>	-	-	-	25,000
<b>Net change in Operating Fund from the above</b>	\$ (163,425)	\$ 86,726	\$ (76,699)	\$ (96,085)

See accompanying notes

# UNITED WAY OF REGINA

**Tomorrow Fund**  
**Statement of Revenue and Expenses**  
**Year Ended June 30, 2017**  
(with comparative figures for the year ended June 30, 2016)

	Community Legacy Endowment	Operating Endowment	Total 2017	Total 2016
<b>Revenue</b>				
Investment income	\$ 53,100	\$ 48,112	\$ 101,212	\$ 11,901
<b>Expenses</b>				
Fundraising Expenses ( <i>Schedule 2</i> )	7,600	6,886	14,486	15,135
<b>Excess of revenue (expenses)</b>	<b>\$ 45,500</b>	<b>\$ 41,226</b>	<b>\$ 86,726</b>	<b>(\$ 3,234)</b>

See accompanying notes



# UNITED WAY OF REGINA

## Statement of Cash Flow Year Ended June 30, 2017

(with comparative figures for the year ended June 30, 2016)

	<u>2017</u>	<u>2016</u>
<b><u>Operating Activities</u></b>		
Excess of revenues (expenses)	\$ (76,699)	\$ (96,085)
Plus item which does not require cash outlay:		
- Amortization	55,210	55,565
	(21,489)	(40,520)
Changes in non-cash working capital		
Investments – current	(186,233)	342,158
Accounts receivable	(1,239)	3,581
Pledges receivable	134,162	77,516
Prepaid expenses	(415)	10,028
Accounts payable	8,749	(14,946)
Donor directed payable	(38,326)	(18,440)
Deferred revenue	(14,500)	(10,175)
Funds held for 211 Saskatchewan	(19,968)	11,062
Deferred contributions	(77,276)	(4,267)
Community Use Reserve Fund allocation	-	(25,000)
	(195,046)	(371,517)
Net cash (used) by operating activities	(216,535)	330,997
<b><u>Investing Activities</u></b>		
Purchase of tangible capital assets	(13,370)	(21,994)
Change in funds held in trust	(763)	(23,000)
Increase in investments	115,152	(450,585)
Net cash (used) by investing activities	101,019	(495,580)
<b>Decrease in cash resources</b>	(115,516)	(164,583)
<b>Cash - beginning of year</b>	581,965	746,550
<b>Cash - end of year</b>	\$ 466,449	\$ 581,965

See accompanying notes

# UNITED WAY OF REGINA

## Notes to the Financial Statements June 30, 2017

(with comparative figures for the year ended June 30, 2016)

### 1. Purpose of the organization

United Way of Regina is incorporated under The *Non-profit Corporations Act* of Saskatchewan. Its principal purpose, described in the United Way mission statement, is to improve lives and build community by engaging individuals and mobilizing collective action in Regina and the surrounding area.

As a registered charitable foundation under Section 149 (1) of the *Income Tax Act*, the Organization is exempt from income taxes and is allowed to issue charitable donation receipts for income tax purposes.

### 2. Significant accounting policies

These financial statements are prepared in accordance with Canadian accounting standards for not-for-profit organizations, the most significant accounting policies are as follows:

#### a) Fund accounting

The United Way of Regina follows the restricted fund method of accounting for contributions.

##### Operating Fund

The Operating Fund reports revenues and expenses related to program delivery, fundraising and administrative activities of the Organization. Within the Operating Fund, the Organization delivers special programs as part of its mandate to be a Community Impact United Way. The Organization also receives and distributes funds restricted by donors (donor option) for payment to specified charities.

The Operating Fund has the following internally restricted funds:

##### Invested in Tangible Capital Asset Fund

Reports the net assets held by the Organization.

##### Operating Reserve

Contained within the general Operating Fund, an amount of which is internally restricted by the Board to support a minimum of up to six (6) months of core operating for situations such as uninsured losses or wind-down of the organization.

##### Community Use Reserve

Reports the amount internally restricted by the Board to support a minimum of six (6) months of approved funding commitments for Funded Partners and 211 Saskatchewan. Any excess over and above the minimum balance will be available to stabilize and/or further United Way Regina's Community Investment strategy.

##### Tomorrow Fund

The Tomorrow Fund includes two separate streams: Community Legacy and Operating Endowment.

# UNITED WAY OF REGINA

## Notes to the Financial Statements June 30, 2017

(with comparative figures for the year ended June 30, 2016)

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### 2. Significant accounting policies - continued

#### Fund accounting - continued

##### Community Legacy Endowment

Contributions made to this endowment fund are accumulated and invested for the purpose of generating investment income to fund activities which address the root causes of community issues facing Regina.

##### Operating Endowment

Contributions made to this endowment fund are invested to eventually provide annual earnings sufficient to cover the ongoing operations and fundraising costs of United Way of Regina.

#### **b) Revenue recognition**

##### Campaign revenue

Campaign revenue comprises unrestricted contributions received in cash or pledges receivable during the annual campaign. These are recognized as revenue in the period in which the campaign is held. A provision for uncollectible pledges is recorded to reduce pledges receivable and revenue.

##### Donor restricted funds

Contributions that are restricted by donors are initially deferred, then recognized as revenue of the Operating Fund in the year in which the related expenses are incurred.

##### Tomorrow Fund

Endowment contributions, made both internally and from external donors, are recognized in the Tomorrow Fund as part of the Community Legacy Endowment stream and the Operating Endowment stream. Investment income earned on Tomorrow Fund resources that must be spent on Tomorrow Fund activities is recognized as revenue of the Tomorrow Fund.

#### **c) Pledges receivable**

Pledges are recorded as revenue and receivable when signed pledge documents are received or other documents are available to provide reasonable evidence of a valid pledge. Allowances are provided for amounts estimated to be uncollectible.

#### **d) Financial instruments**

Financial instruments are recorded on the statement of financial position at cost, and where required under Canadian accounting standards for not-for-profit organizations, at fair value. The Organization's carrying value of cash, investments, accounts receivable and accounts payable approximates its fair value due to the immediate or short term maturity of these instruments.

# UNITED WAY OF REGINA

## Notes to the Financial Statements June 30, 2017

(with comparative figures for the year ended June 30, 2016)

### 2. Significant accounting policies - continued

#### e) Tangible capital assets

Tangible capital assets with a value of \$1,000 or greater are recorded at cost and amortized on a straight-line basis as follows:

Donor management system	Ten years (Operational July 1, 2013 – ½ year amortization)
Equipment and furniture	Three years
Leaseholds	Remaining term of the lease (8 years)

#### f) Allocation of general management and administrative expenses

General management and administrative expenses are incurred to support fundraising and community impact programs. Expenses are allocated between fundraising and community impact programs and are allocated on a square footage basis.

General management and administrative expenses are allocated as follows:

	2017	2016
	%	%
Community Impact program expenses	79	79
Fundraising expenses	21	21
Total allocated	100	100

#### g) Distribution of operating surplus

In the event of an operating surplus the balance will be invested in the following manner:

- Ten per cent (10%) to the Tomorrow Fund's Operating Endowment;
- Ten per cent (10%) to the Tomorrow Fund's Community Legacy stream;
- The remainder of the operating surplus to the Operating Reserve until the operating reserve is sufficient to support six – (6) months of core operations. Any surplus remaining after ensuring the stability of the operating reserve will be contributed to the Community Use Reserve.

#### h) Contributed services

Significant portions of the United Way's operations are accomplished through the use of donated time, assets and services. Donated time is not recognized in the financial statements, as their value cannot be reasonably estimated. Donated assets and services are typically recognized if the value can be reasonably estimated.

# UNITED WAY OF REGINA

## Notes to the Financial Statements June 30, 2017

(with comparative figures for the year ended June 30, 2016)

### 2. Significant accounting policies - continued

#### i) Use of accounting estimates

The preparation of financial statements in accordance with Canadian accounting standards for not-for-profit organizations requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the reported year. A significant estimate for uncollectible pledge receivables is included in the reported pledge receivable figure. These estimates are reviewed periodically, and, as adjustments become necessary, they are reported in earnings in the year in which they become known.

### 3. Investments

At year end United Way of Regina held the following investments.

	2017	2016
Cash/money market mutual funds	\$ 354,839	\$ 96,178
Common shares	192,204	205,235
Guaranteed investment certificates (GIC)	634,228	895,502
South Saskatchewan Community Foundation (in trust for United Way of Regina)	1,338,607	1,251,881
Total investments	2,519,878	2,448,796
Less current	(788,950)	(602,717)
Long term	\$ 1,730,928	\$ 1,846,079

As stated in note 2, investments are measured at their current market value. GIC investments are laddered out with various maturity dates between July 2017 and May 2021 (2016 – July 2016 and May 2021) and accrue interest at rates between 1.65% and 2.5% (2016 – 1.4% and 2.35%).

### 4. Pledges receivable

	2017	2016
Current campaign commencing January	\$ 135,065	\$ 109,159
Prior campaigns	714,473	874,541
	\$ 849,538	\$ 983,700

The provision for uncollectible pledges at year end is \$158,000 (2016 - \$126,000) and is included in receivables above.

# UNITED WAY OF REGINA

## Notes to the Financial Statements June 30, 2017

(with comparative figures for the year ended June 30, 2016)

### 5. Tangible capital assets

	-----2017-----			---2016---
	Cost	Accumulated Amortization	Net Book Value	Net Book Value
Donor management system	\$ 304,040	\$ 111,890	\$ 192,150	\$ 215,254
Leasehold improvements	329,671	193,168	136,503	153,573
Office equipment	31,270	24,959	6,311	7,977
	\$ 664,981	\$ 330,017	\$ 334,964	\$ 376,804

### 6. Donor directed payables

United Way of Regina acts as the administrative host for several provincial, regional, and national workplace campaigns that have offices located in Regina. These flow-thru funds are not raised as part of United Way of Regina's annual campaign but are gathered by various organizations directly and therefore are not included in the reported operations of United Way of Regina. Funds received are distributed less any applicable processing fee. During the 2017 year United Way of Regina distributed flow-thru funds of \$276,253 (2016 - \$308,515) and has a payable at year-end of \$15,485 (2016 - \$53,811).

In 2017, United Way of Regina made an accounting change to capture funds received from other United Ways for national campaigns. Previously, these funds were recorded as net revenue, however 2017 onwards will be displayed at gross income less the donor directed to other charities' expense.

### 7. Funds held for 211 Saskatchewan

#### 211 Saskatchewan

211 Saskatchewan is a province-wide database accessible to Internet users to find a full range of community, social, government and health services.

In June 2012, United Way Regina (UWR) and United Way Saskatoon and Area (UWSA) entered into a Memorandum of Understanding (MOU) to collaborate on funding the initial phase of the 211 Saskatchewan Initiative. A second MOU was signed by UWSA and UWR in June 2013 to commit to ongoing funding of \$350,000 per year for a term of 3 years, which was subsequently extended for an additional year. In 2017, it was agreed by both Boards to integrate 211 Saskatchewan as a core service and commit ongoing funding indefinitely or until such time as the support is no longer required, with funding levels to be determined annually. Funding and expenses are shared equally with UWR responsible for the financial administration of the initiative. As of June 30, 2017 - \$6,688 (2016 - \$26,656) of contributions by UWSA to the project was unexpended and appears as a liability on the statement of financial position.

# UNITED WAY OF REGINA

## Notes to the Financial Statements June 30, 2017

(with comparative figures for the year ended June 30, 2016)

### 7. Funds held for 211 Saskatchewan - continued

211 Saskatchewan	2017	2016
Revenue	\$ -	\$ -
Expenses	159,935	227,875
Net expenses shared equally by UWR and UWSA	<u>\$ 159,935</u>	<u>\$ 227,875</u>
United Way Regina – 50% share	79,968	113,938
United Way Saskatoon and Area – 50% share	79,967	113,937

**Commitment** – As per the MOU pending between UWR and UWSA, a commitment has been made for ongoing funding of 211 Saskatchewan of up to \$300,000 per year shared equally until June 2018, or until such time as the support is no longer required.

### 8. Funds held in trust

United Way of Regina has agreed to receive and administer funds on behalf of the Regina Human Service Partnership (previously named Regina Regional Intersectoral Committee) and the Proud Generation Committee. These committees are independent of the authority and operation of the United Way of Regina and usage of these funds are distributed under the direction of the committees' members.

As at year end the balances held in trust were as follows:

	2017	2016
Regina Human Service Partnership	\$ 22,910	\$ 23,673
Proud Generation Committee	113	113
	<u>\$ 23,023</u>	<u>\$ 23,786</u>

### 9. Fund transfers

During the year the Board of Directors approved the following inter-fund transfers:

As there was no accumulated surplus for the 2017 year, no transfers occurred to the Tomorrow Fund endowments.

In 2017, a total of \$39,879 (2016 - \$25,000) was transferred from the Community Use Reserve to the Operating Fund to finance the extension of funded agency contracts for six (6) months at their current funding levels in order to have them coincide with United Way of Regina's fiscal year.

Interfund balances have no set repayment terms and bear no interest.

# UNITED WAY OF REGINA

## Notes to the Financial Statements

June 30, 2017

(with comparative figures for the year ended June 30, 2016)

### 10. Deferred contributions

#### Funded Partner investments

The allocation through the annual campaign provides core funding to a stable network of agencies that provide foundational human services in the Regina area, aligned with United Way's key focus areas.

Under the terms of written agreements with funded agencies through 2016, United Way of Regina used the first dollar in - first dollar out method for allocating funds to agencies. Under this method, all donor directed dollars were assigned to an agency before the overall distribution is made. The minimum any agency would receive are the donor directed funds. In January 2017, the Organization concluded the use of the first dollar in – first dollar out method, and commenced distributing any donor directed dollars to funded agencies on top of their annual funding.

Deferred contributions include the following:

	<u>2017</u>	<u>2016</u>
Donor Options Funded Partners	\$ -	\$ 4,905
Donor Options Non-Member Agencies	100,614	204,910
Miscellaneous deferred revenue	29,776	(2,149)
	<u>\$ 130,390</u>	<u>\$ 207,666</u>

### 11. Financial risk management

#### Credit risk

Credit risk arises from the potential that a counter party will fail to perform its obligations. The Organization is exposed to credit risk from donors. The Organization has a significant number of donors which minimizes concentration of credit risk. An allowance for uncollectible pledges is established based upon factors surrounding the credit risk of specific accounts, historical trends and other information.

#### Interest rate and market risk

Interest rate risk is the risk that the value of a financial instrument might be adversely affected by a change in the interest rates. In seeking to minimize the risks from interest rate fluctuations, the Organization manages exposure through its normal operating, investing, and financing activities.

The Organization is exposed to interest rate risk on its current and long-term investments. Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices. The Organization is exposed to market risk on its current and long-term investments. The Organization manages these risks through a structured investment policy including limitations on allowable risk exposure.

#### Currency risk

Currency risk is the risk to the Organization's earnings that arise from fluctuations of foreign exchange rates and the degree of volatility of these rates. The Organization is exposed to foreign currency exchange risk on cash, accounts receivable, and accounts payable held in U.S. dollars. The Organization does not use derivative instruments to reduce its exposure to foreign currency risk.



# UNITED WAY OF REGINA

## Notes to the Financial Statements June 30, 2017

(with comparative figures for the year ended June 30, 2016)

### 12. Commitments

a) In the spring of each year, United Way of Regina approves allocations to provide core funding to our funded agencies based on the results of the previous year's annual campaign. As of June 30, 2017 a balance of \$659,700 remained committed to December 31, 2017 (2016 - \$927,008).

b) United Way of Regina has also committed to provide operating funds to the following program:

211 Saskatchewan (ongoing annual funding to June, 2018)	150,000
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c) United Way of Regina is committed to making the following minimum annual payments for the specified period.

Rental of Premises (15 year lease – expires June 2020)	\$ 60,000
Equipment Lease (66 month term – expires Aug, 2020)	5,839
Equipment Lease (48 month term – expires Aug. 2018)	4,815
Equipment Lease (60 month term – expires Aug, 2018)	3,642
Equipment Rental Contract (1 year term)	659

### 13. Ratio calculation

	2017	2016
Direct costs of fundraising	12.62%	13.73%
General management and administrative costs associated with fundraising	1.48%	1.30%
	14.10%	15.03%

These ratios were calculated on total fundraising revenue, before deducting the pledge loss and are exclusive of any general management and administrative costs related to community impact expenses. Direct fundraising costs for 2017 were \$443,403 (2016 - \$524,702). General management and administration costs associated with fundraising for 2017 were \$51,887 (2016 - \$49,663) which are allocated based on a square footage basis.

# UNITED WAY OF REGINA

## Schedule of General Management and Administrative Expenses Year Ended June 30, 2017

(with comparative figures for the year ended June 30, 2016)

	Schedule 1	
	2017	2016
Annual general and other meetings	\$ 621	\$ 944
Financial service fees	5,538	2,290
Occupancy	8,599	7,919
Printing and promotion	7,883	3,868
Professional development/travel	5,589	159
Professional services	25,539	45,739
Salaries and benefits	137,067	112,917
Supplies and small equipment	674	7,091
Volunteer training/recognition	360	
General management and admin expenses prior to amortization	191,870	180,927
Amortization of tangible capital assets	55,210	55,565
	247,080	236,492
Allocated to community impact ( <i>Operating Fund</i> )	(195,193)	(186,829)
Allocated to fundraising ( <i>Schedule 2</i> )	(51,887)	(49,663)
Unallocated general management and administrative expenses	\$ -	\$ -

# UNITED WAY OF REGINA

## Schedule of Fundraising Expenses Year Ended June 30, 2017

(with comparative figures for the year ended June 30, 2016)

	Schedule 2	
	2017	2016
Bank service fees	\$ 11,901	\$ 11,297
Direct mail	1,526	2,885
Equipment	14,627	14,479
Fundraising and processing fees	1,837	22,310
Occupancy	64,312	62,176
Other direct fundraising expenses	15,965	23,514
Postage	1,947	3,916
Printing and promotion	10,105	20,418
Professional development	4,803	3,347
Professional services	30,723	31,972
Promotional merchandise	-	3,785
Salaries and benefits	284,576	328,915
Special event expenses	28,445	21,625
Supplies	5,398	2,015
Volunteer training and recognition	102	116
Fundraising and processing fees (recoveries)	(32,865)	(28,068)
	443,402	524,702
Allocation of general management & admin expenses ( <i>Schedule 1</i> )	51,887	49,663
	\$ 495,289	\$ 574,365
<b>Operating Fund</b>	\$ 480,803	\$ 559,230
<b>Tomorrow Fund</b>	14,486	15,135
	\$ 495,289	\$ 574,365

# UNITED WAY OF REGINA

## Schedule of Funded Partner Investments Year Ended June 30, 2017

(with comparative figures for the year ended June 30, 2016)

	Schedule 3	
	2017	2016
<b>Funded Agencies</b>		
AIDS Programs South Saskatchewan Inc.	\$ -	\$ 34,569
Al Ritchie Community Association	-	16,506
The Canadian Mental Health Association (Regina Branch)	98,626	98,604
Canadian Paraplegic Association (Saskatchewan) Inc.	-	26,415
Catholic Family Services Society	161,048	161,028
Circle Project Association Inc.	100,601	100,596
Cornwall Alternative School	127,212	127,176
Early Childhood Intervention Program	42,145	42,120
Family Services Regina	183,124	183,108
Heritage Community Association	-	30,816
The John Howard Society of Saskatchewan (Regina)	-	46,665
Mobile Crisis Services Inc.	50,246	50,220
Rainbow Youth Centre	57,588	57,588
Regina Transition Women's Society	75,880	75,864
Regina and District Association for Community Living	-	41,445
Regina Big Brothers Association	30,000	30,000
Regina Early Learning Centre Inc.	137,776	137,760
Regina Education and Action on Child Hunger (REACH)	58,368	58,368
Regina Open Door Society	152,156	152,136
Regina Work Preparation Centre	41,275	41,256
Saskatchewan Deaf and Hard of Hearing Services	-	26,514
SCEP Centre	90,020	89,976
Schizophrenia Society of Saskatchewan	-	20,043
Scott Infant & Toddler Care Centre	30,000	30,000
Sofia House	58,715	58,692
Street Workers' Advocacy Project, Regina Inc.	102,360	102,336
YMCA of Regina	88,070	88,044
YWCA and Big Sisters Program	168,733	168,708
	<b>\$ 1,853,943</b>	<b>\$ 2,096,553</b>

# UNITED WAY OF REGINA

## Schedule of Programs & Other Investments Funded Year Ended June 30, 2017

(with comparative figures for the year ended June 30, 2016)

<b>Schedule 4</b>				
	<b>Revenue</b>	<b>Expenses</b>	<b>2017 Net</b>	<b>2016 Net</b>
Capacity Building Programs	\$ 21,900	\$ 36,738	\$ (14,838)	\$ (80,453)
Donor Engagement (includes Day of Caring)	8,148	26,219	(18,071)	(9,910)
Community Impact (includes HIFIS program)	69,963	188,052	(118,089)	(115,955)
Labour Community Services	-	53,824	(53,824)	(48,250)
Summer Success Program	58,758	123,574	(64,816)	(24,612)
	<b>\$ 158,769</b>	<b>\$ 428,407</b>	<b>\$ (269,638)</b>	<b>\$ (279,180)</b>